



*Listening to Business  
Applying Technology*

WITH OVER THREE DECADES OF EXPERIENCE  
IN INFORMATION TECHNOLOGY INDUSTRY,  
**GALAXY OFFICE AUTOMATION PVT. LTD.** HELPS  
CUSTOMERS GROW THEIR BUSINESSES WITH  
BEST OF BREED **IT INFRASTRUCTURE**  
**SOLUTIONS, PRODUCTS AND SERVICES.**

**GALAXY'S OBJECTIVE IS TO UNDERSTAND  
CUSTOMERS' BUSINESSES, ANALYZE &  
EVALUATE THEIR NEEDS, AND ADDRESS THEM  
THROUGH SUBJECT MATTER EXPERTS.**



# ABOUT US



## VISION

“To become the most preferred technology solution partner by listening to our customers, anticipating their needs and providing reliability, flexibility, responsiveness and innovative products and services. Achieving market leadership and operating excellence in every segment of our company.”

## MISSION

“Total customer satisfaction; through innovative insights, quality service and excellence in technology deployment.”



## VALUE PROPOSITION

“With our strategic partners we leverage each other’s capabilities to deliver reliable and integrated solutions to the customer. Our consultative sales approach, execution capabilities and commitment helps our customers meet wider range of end-to-end technology needs while remaining focused on their core businesses.”

# CORPORATE FACTSHEET



- ✓ PAN-India presence with 8 offices across India and Singapore
- ✓ 250+ Highly skilled professionals
- ✓ ISO 9001:2008 certified
- ✓ ₹ 250+ Crores [\$ 40 million] revenues in FY 2016-17
- ✓ Ability to transact in multiple currencies
- ✓ Consistently profitable since inception
- ✓ Wide range of solutions and professional services across Data Center, Enterprise Mobility, Networking & Security, Mobile Devices & IoT
- ✓ Proven track record across enterprises as well as mid-market customers in verticals, to name a few - BFSI, Manufacturing, Automobile, Healthcare and IT/ ITeS



# OUR MANAGEMENT



**Anoop Pai Dhungat**  
Chairman & Managing Director

Anoop completed his B-Tech in Electrical and Electronics Engineering from IIT Bombay in 1986. He founded Galaxy Office Automation Pvt. Ltd. in 1987 with “Computerization as a Service” business model to meet all IT hardware and software requirements of customers. He has been providing strategic guidance and leadership that led to a sustained growth in Galaxy’s revenues & profits over last 30 years. Under his leadership, Galaxy now provides cutting-edge solutions across technologies in IT infrastructure domain such as Mobility & IoT, Security and more.

Anoop is also the CMD at Blue Zone Systems Pvt. Ltd., a Consulting and Software Development company and Director at Optiserv Solutions Pvt. Ltd., an IT Consulting company.



**Sanjay Patodia**  
CEO & Director

Sanjay completed his Bachelors degree in Computer Engineering from Mumbai University in 1993. He joined Galaxy Office Automation Pvt. Ltd. in Feb 1994 as a sales trainee, when Galaxy was mainly into IT peripherals business. His progressively exceeding performance earned him the position of the CEO in 1999. He built Galaxy’s business in other technology areas and forged partnerships with major OEMs. Under his leadership, Galaxy has grown from an annual revenue of ₹ 3 crores [\$ 1 million] in FY 1998-99, to ₹ 250+ crores [\$ 40 million] in FY 2016-17.

Sanjay is also a Director at Optiserv Solutions Pvt. Ltd., and a member of Dell-EMC APJ Advisory Board, HPE Smart Choice Advisory Board and Lenovo Commercial Channel Advisory Board.

# LEADERSHIP TEAM



**DATA CENTER  
PRACTICE**

**ENTERPRISE  
MOBILITY**

**NETWORKING  
PRACTICE**

**MOBILE DEVICES & IoT  
[MobiSmart]**

**ENTERPRISE  
COVERAGE**



**Ajay Patodia**  
Director



**Vineet Gadia**  
Director



**Arun Roongta**  
Director



**Nishant Jalan**  
Director



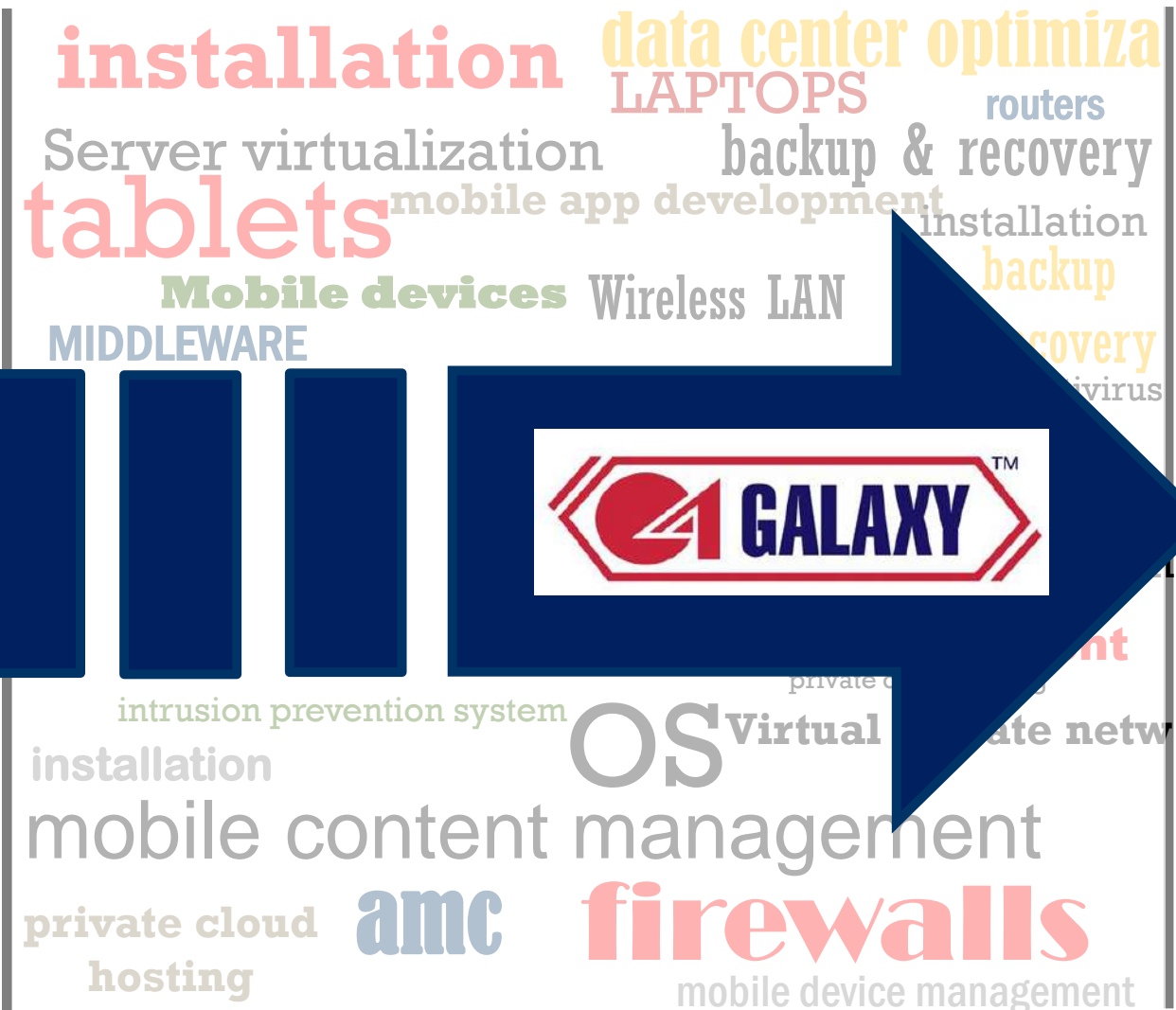
**Pratap Vichare**  
Director

# OUR BUSINESS MODEL



## OEMs

lenovo FOR THOSE WHO DO.	DELL EMC
Hewlett Packard Enterprise	CISCO
vmware	Juniper NETWORKS
CITRIX	redhat
BlackBerry	IBM
Microsoft	esds enabling futurability
NUTANIX	Apple



## End Customers



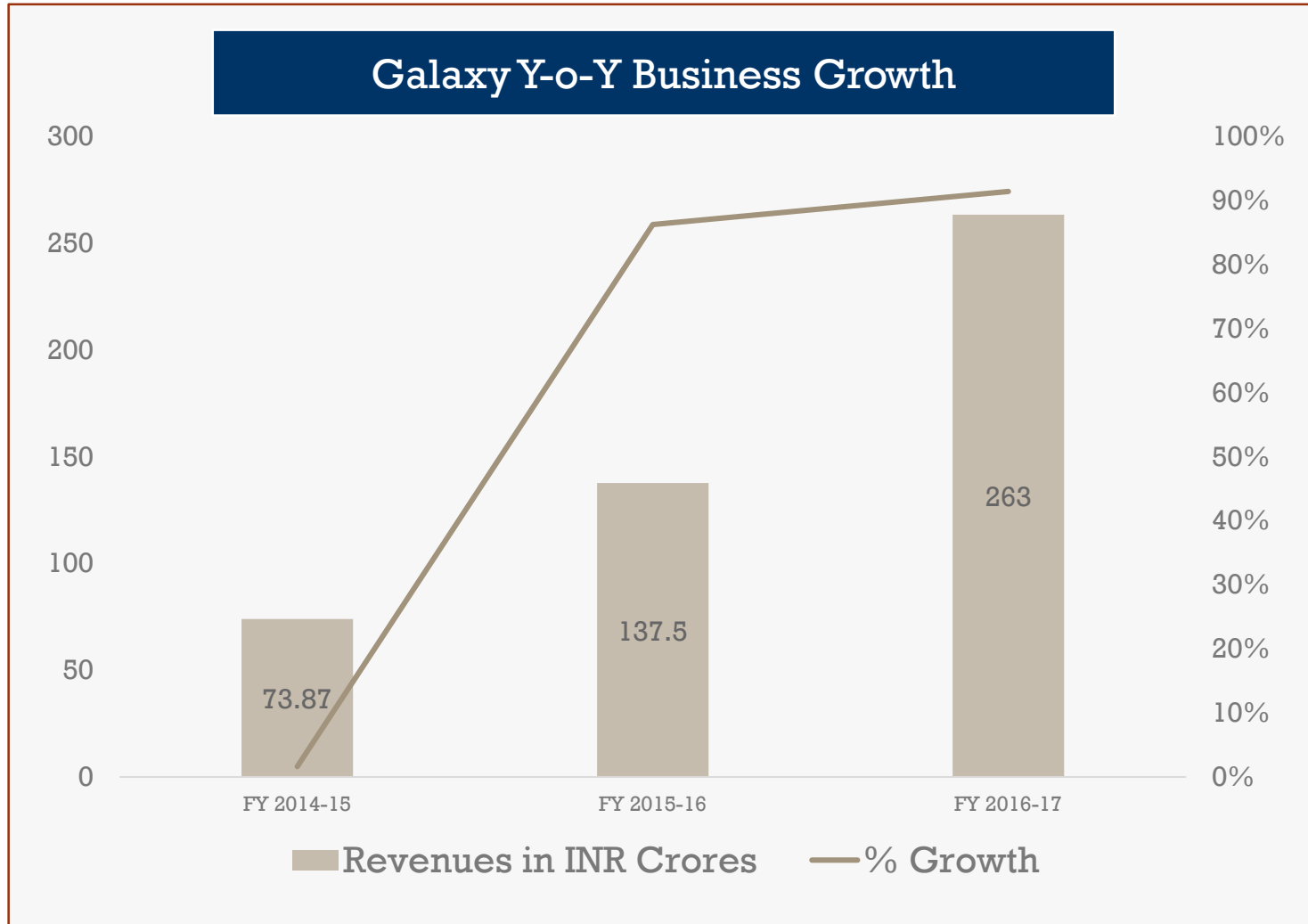
# ASSOCIATIONS



Hewlett Packard  
Enterprise



# OUR BUSINESS GROWTH

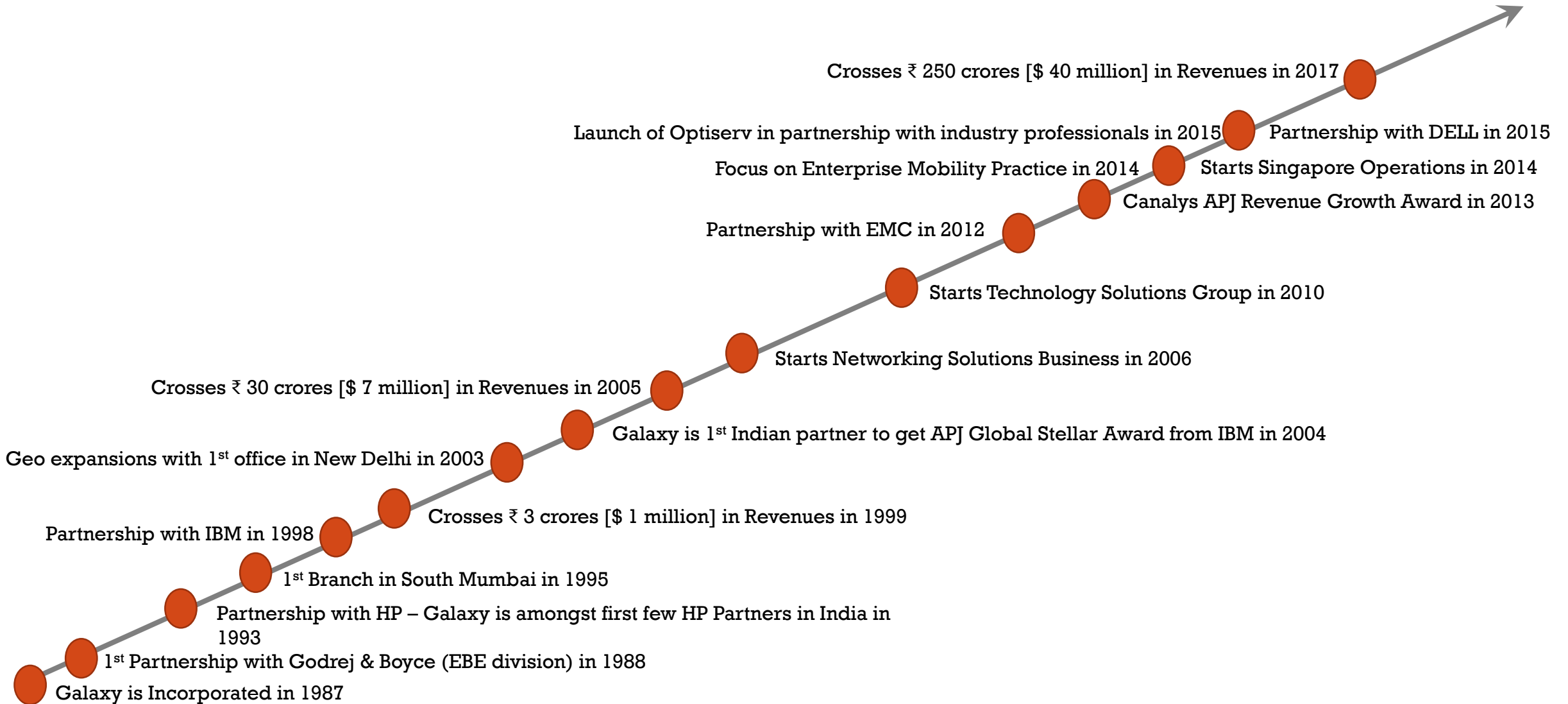


We follow a 3-year planning mechanism for:

- Identifying emerging technologies and future trends
- Investing in these technology areas and develop them as a practice
- Identifying and aligning with strategic partners
- Identifying focus industry segments



# TIMELINES



# PRODUCTS & SERVICES



## DATA CENTER PRACTICE

- ✓ Servers
- ✓ Storage
- ✓ Backup & Recovery Solutions
- ✓ Virtualization
- ✓ Hyper-converged Infrastructure
- ✓ Software Defined Data Center
- ✓ Disaster Recovery
- ✓ Business Continuity
- ✓ Professional Services

## ENTERPRISE MOBILITY

- ✓ Enterprise Mobility Management
- ✓ Mobile Device Management
- ✓ Mobile Application Development
- ✓ Mobile Advisory Services
- ✓ Professional Services

## NETWORKING PRACTICE

- ✓ Routing
- ✓ Switching
- ✓ Wireless Networking
- ✓ Passive Networking
- ✓ Professional Services

## MOBILE DEVICES & IoT [MobiSmart]

- ✓ Tablets
- ✓ Mobiles
- ✓ IoT Platforms
- ✓ Reverse Logistics Services
- ✓ Professional Services

## END POINTS

- ✓ Laptops
- ✓ Desktops
- ✓ Workstations
- ✓ Thin Clients
- ✓ LFDs
- ✓ IT Peripherals
- ✓ Software
- ✓ Services

## SERVICES

- ✓ Managed Services
- ✓ Facility Management
- ✓ Warranty Services
- ✓ Annual Maintenance
- ✓ Spares

# CENTER OF EXCELLENCE



## Galaxy CoE

In association with strategic partners i.e. Cisco, Dell-EMC, HPE, VMware, Veritas, IBM and Lenovo, **Galaxy CoE demonstrates best-of-breed technologies to provide practical demonstrations, hands-on solutions and proofs-of-concept [PoCs].**

Our CoE demonstrates:

- Hyper-converged Infrastructure
- Mobile Device Management Solutions
- Firewall(s) Deployment
- Wi-Fi & NAC
- ATP [Advanced Threat Protection] Solution
- 40G Data Center Network
- VDI Solution
- Unified Communication Systems



# ASSOCIATE COMPANIES



## **Optiserv Solutions Pvt. Ltd.**

IT Resource Optimization & Consulting



Galaxy in partnership with leading industry professionals incorporated Optiserv in 2015. Optiserv provides consulting services, managed services, & workforce solutions to customers across the enterprise spectrum. It helps transform a customer's IT processes, middleware and infrastructure by using the latest technologies for efficiencies, automation, & optimum utilization.

Some of the services and solutions offered by Optiserv include Infrastructure Consolidation and Optimization, Architecture & Design, Capacity Assessment & Planning, Security Assessment, Virtualization Support and Data Center Optimization/Migration.

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## **Blue Zone Systems Pvt. Ltd.**

Software Development & Consulting



Blue Zone provides consulting and software development services to help organizations conceptualize, realize and automate business processes. Our consulting service includes end-to-end solutions for the entire software development lifecycle, implementation and the best post-deployment support.

Blue Zone's core competencies include Intranet, Workflow Applications, Document Management Solutions, Knowledge Management Solutions, SAAS & Hosted Solutions, and Mobile Applications.



# CUSTOMERS



## Telecom



## Consumer Goods



## Insurance



## Manufacturing



## Emerging Industries



## Consulting & Advisory



## Banking, Financial Services & Insurance



## Hospitality & Entertainment



## IT/ ITeS



# AWARDS & RECOGNITIONS



## 2017

- ✓ IDG Channel World Premier 100 Main Award
- ✓ Lenovo 'Partner of the Year' Award

## 2016

- ✓ IDG Channel World Premier 100 Main Award
- ✓ IDG Channel World Premier 100 Special Award - Mobility
- ✓ EMC Award for Securing Largest Data Protection Deal in Western Region
- ✓ HPE Emerging Smart Choice Award in West Award
- ✓ VMware Partner of the Year 2016 - Mobility

## 2015

- ✓ IDG Channel World 'Hall of Fame' Award
- ✓ Lenovo Award for Top performer Commercial PC - Named Accounts



# SUCCESS STORY:

**GALAXY  
ENABLES SAP  
HANA FOR  
LEADING AUTO  
MANUFACTURER**



# SUCCESS STORY:



**GALAXY SAVES MILLIONS  
ON IT INFRASTRUCTURE  
FOR A LEADING FMCG  
COMPANY WITH VMWARE  
VIRTUALIZATION**



# SUCCESS STORY:

**GALAXY CONSOLIDATES  
AND SIMPLIFIES IT  
OPERATIONS FOR A  
GLOBAL LEADER IN  
FREIGHT AND PARCEL  
SERVICES WITH EMC'S  
ENTERPRISE STORAGE  
SOLUTION**



# SUCCESS STORY:



**GALAXY'S MOBILITY  
SOLUTIONS TEAM  
SECURES CRUCIAL DATA  
FOR A LEADING  
FINANCIAL COMPANY  
USING AIRWATCH**

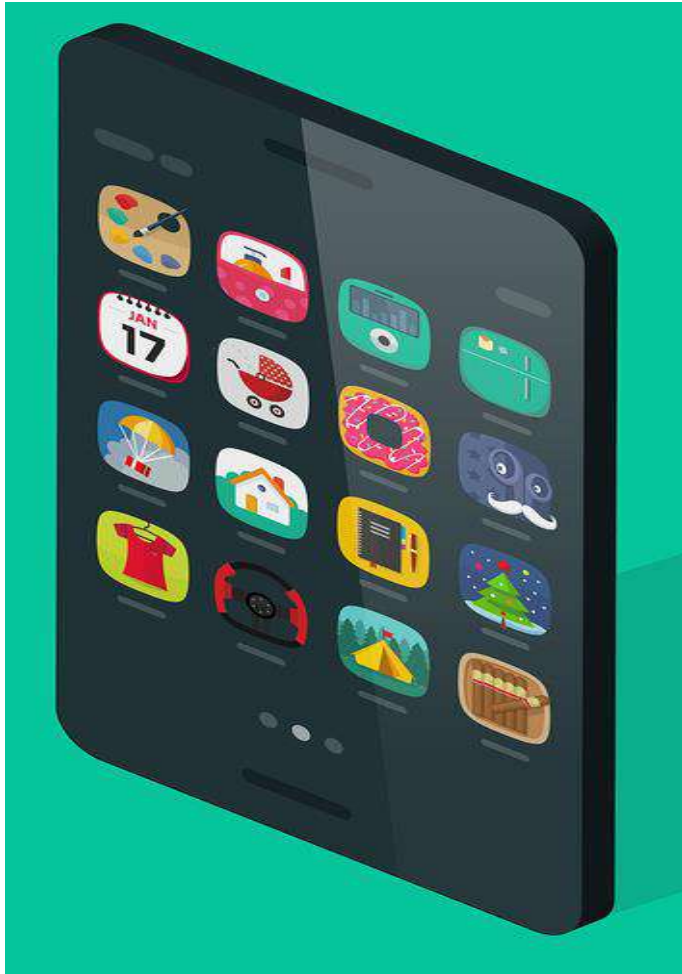


# SUCCESS STORY:

**GALAXY'S NETWORKING  
SOLUTIONS TEAM  
IMPLEMENTS HIGH-SPEED  
NETWORK ENVIRONMENT  
FOR LEADING AUTOMOBILE  
MANUFACTURER**



# SUCCESS STORY:



**GALAXY'S MOBILITY SOLUTIONS  
TEAM SAVES TIME AND COSTS FOR  
A LEADING CONSULTING COMPANY  
WITH THEIR UNIQUE MOBILE FIELD  
SURVEY SOLUTION**



# SUCCESS STORY:

**GALAXY REPLACES FIXED  
ETHERNET NETWORK  
WITH CONTROLLER  
BASED WI-FI FOR  
LEADING EDUCATIONAL  
INSTITUTE**



# SUCCESS STORY:

**GALAXY SECURES THE  
DATA CENTER OF AN  
E-GOVERNANCE  
ORGANIZATION WITH  
INTRUSION PREVENTION  
SYSTEM**



# CONTACT US



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OR

Visit us at [www.goapl.com](http://www.goapl.com)



**THANK YOU**